

Helios Towers wins cost efficiency solution

November 18, 2009 01:16AMT

Helios Towers, one of the leading co-location/infrastructure sharing provider in Nigeria has emerged as the best cost efficiency solution for Africa award at the second Annual AfricaCom Awards in South Africa; making the firm the only Nigerian telecoms company that has bagged an award this year.

The event, which brought about 3200 telecommunication firms in Africa, was for recognising and rewarding excellence in the African Telecommunications Market.

The award for Best Cost Efficiency Solution for Africa recognises an outstanding new product from a telecom solution vendor, or offering from an operator/service provider (mobile, wireless, ISP), which enables cost-reduction in telecoms services for Africa.

Helios Towers pioneered the fully managed co-location and infrastructure sharing service provisioning in Nigeria to assist operators in low cost service roll-out while allowing them to concentrate on customer services and marketing and network performance. Helios Towers currently has a site portfolio of over 1,000 sites across the states/cities of Nigeria, and is presently finalising its 2010 roll-out plan to increase its portfolio to 2,000 by the third quarter.

Helios Towers' lean operator business model is a hybrid solution with two key components comprising managed services and infrastructure sharing. The model guarantees up to 70 per cent operation expenditure reduction.

Helios Towers Nigeria emerged from the shortlisted providers inclusive of Altobridge, Intec, PCCI and Zain, to clinch the award in this category.